AP140-1

PAPER MERCHANT SALES REPORT October, 1990

(by NPTA Region)	Sales per Selling Day October, 1990 Compared to October, 1989	Sales per Selling Day October, 1990 Compared to September, 1990	Sales per Selling Day 1990 YTD Compared to 1989 YTD	Days Outstanding (Accounts & Notes) At close of October 1989	1990	Calendar Day Cost of ending October Inventory 1989	1990
INDUSTRIAL							
1	- 3.7	+ 0.7	- 0.5	40	43	62	52
2	- 6.1	- 3.1	- 0.8	35	40	49	66
3	- 3.1	- 11.9	- 2.4	39	36	62	60
4	+ 0.7	+ 3.7	- 0.3	39	38	56	60
5	+ 3.0	- 4.6	+ 5.8	34	32	60	57
6	- 8.8	- 2.9	- 6.1	40	41	63	64
7	+ 6.0	+ 1.2	+ 2.4	37	38	45	57
8	+ 1.9	- 5.4	+ 1.2	35	37	53	58
9	+ 5.4	+ 7.0	+ 3.7	39	39	55	53
NY	+ 1.8	+ 5.9	+ 5.1	48	49	**	**
CHICAGO	+ 1.2	+ 5.5	- 2.6	40	43	64	63
LA	+ 4.8	+11.3	+ 2.6	41	41	57	53
US	- 0.9	- 2.8	0.0	38	38	56	57
PRINTING							
1	+ 0.2	- 0.8	- 0.7	43	46	55	45
2	+ 3.3	- 5.6	- 0.2	43	45	60	56
3	+ 1.8	- 3.1	- 0.7	42	40	70	68
4	- 2.7	- 10.8	+ 5.1	42	44	57	58
5	- 6.8	- 11.2	+ 2.7	40	40	69	71
6	+ 0.9	- 15.7	+ 2.8	42	42	73	75
7	- 6.7	- 2.1	- 3.3	39	39	62	57
8	+ 0.4	- 7.5	+ 7.0	39	38	64	65
9	+ 11.1	+ 2.8	+ 5.1	39	38	52	56
NY	- 7.0	- 7.6	+ 0.5	43	38	65	61
CHICAGO	- 4.7	- 2.1	+ 3.5	41	42	51	67
LA	+ 6.0	+ 1.3	+ 6.0	40	40	69	76
US	- 0.6	- 5.5	+2.1	41	41	64	64

OCTOBER'S SALES CHANGES. *PRINTING* sales show a small decrease over October; this is the first time in several months there has been a decrease, and the printing Producer Price Index was up slightly. Region 8 remains the highest for the year, and Region 7 remains the lowest. *INDUSTRIAL* sales had another month of decreased sales (in dollars), and the industrial producer price index stays near zero. Region 5 and New York Metro continue to show the highest year-to-date increases and Region 6 continues with the greatest decrease for the year.

DAYS OUTSTANDING for October are unchanged from September and last year. **INVENTORY DAYS** show virtually no changes for both industrial and printing goods.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX (& W. Tenn)
8: IL, IN, MO, & WI (Exc. Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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